Medium to Large Deals in Pipeline- Expansion: Total # Jobs Economic Development



KPI Owner: Rebecca Fleischaker Process: Business Expansion

Baseline, Goal, & Benchmark	Source Summary	Continuous Improvement Summary	
Baseline: TBD	Data Source: SalesForce	Plan-Do-Check-Act Step 1: Define the problem	
Goal: TBD		Measurement Method: Sum of company reported data	
	Goal Source: TBD		
	Renchmark Source: TRD	Why Measure: Jobs added by existing Louisville businesses improves local economy and aligns with Metro Goal #7 Next Improvement Step: Increase total number of jobs added by existing	
Benchmark: TBD	Benefittian Source. 188	Louisville businesses	
How Are We Doing?			

Apr2010-Mar2015	Apr2010-Mar2015
5 Year Goal	5 Year Actual
TBD	6,302
Jobs	Jobs

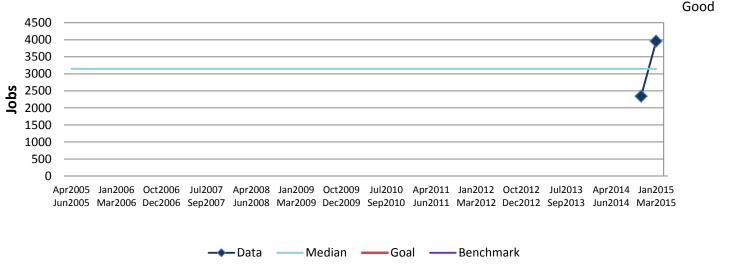


Jan2015-Mar2015	Jan2015-Mar2015
Goal	Actual
TBD	3,959
Jobs	Jobs



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The seven basic quality tools, "5 Whys" technique, brainstorming and other methods will be applied to the measure graphed above. The purpose of using the tools/methods is to understand what makes performance less than desirable if performance is not best in class.

Report Generated: 04/10/2015 Data Expires: 04/14/2015